

Section	Paragraph/Location	Page	Text of passage and/or Question	Answer to Questions
Section I Overview	6	1	Passage: "...the Vendor shall not store or transfer non-public State of Delaware data outside of the United States." Question: By attesting to this requirement is the Vendor prohibited from using offshore sub-contractors? Observation: SDC does not use or condone the use of offshore sub-contractors or labor to maximize profits, or as a strategy to submit the low bid. For some Vendors this is common practice.	All subcontractors will need to be approved by the State as per the RFP – 13.b. If a bidder chooses to take exception to this term, please submit on the EXCEPTIONS form, Attachment 3, and offer an alternative for consideration.
Section II Scope of Services	1	2	Passage: "The imagery product shall meet the USGS Standards for Digital Orthophotos" Observation: USGS Standards, Page-3, Paragraph 4, Aero-Triangulation Data: Aerotriangulation (AT) data, if used... Question: Is the State willing to allow Vendors to omit Aerotriangulation processing and accept final Orthoimagery produced using airborne positioning data only? Observation: Aerotriangulation of the airborne imagery will take full advantage of the Supplementary Ground Control required by the USGS Standards for AGPS and will greatly increase the integrity of the final orthoimage mosaic, better matching cultural features between individual images within flight lines and between flight lines during the mosaic process. Some Vendors may omit Aerotriangulation from their technical plan simply to reduce their bid.	Omitting Aerotriangulation will not prohibit the state from selecting a vendor provided they provide supporting information as to the technique they chose to use can provide equal benefit to the final integrity of the orthoimage mosaic.
Section II Scope of Services	1	2	Passage: "The imagery product shall meet the USGS Standards for Digital Orthophotos," Observation: USGS Standards, Page-7, Paragraph 2, Elevation Data: Elevation data created or modified for use in the ortho-rectification process shall be submitted as a deliverable... Question: Will the elevation data from your 2012 Imagery Project be provided to the selected Vendor for the 2017 Project? Question: If the 2012 Project elevation data isn't available, will the 2005 and 2007 DGS LIDAR data be provided to the selected Vendor for the 2017 Project? Observation: The most recent elevation data available could be reviewed and updated using the 2017 stereo imagery. This approach would accelerate the project schedule and minimize the cost of generating temporally accurate elevation data for the 2017 Project.	Elevation Data is not a deliverable in this RFP. However, if the vendor needs the most recent elevation or LIDAR data for Delaware for their ortho-rectification process they can be made available.
Section II Scope of Services	3	2	Passage: "In addition, sun angle should be such as to avoid specular reflection (glint off water bodies)." Question: If imagery is acquired in compliance with all USGS acquisition standards, is the State going to require re-flights over water if specular reflection is deemed excessive? Observation: Wind effect on water surfaces and water current, which increase reflective surface, contribute to specular reflection. Specular reflection is a natural phenomenon captured in the imagery and is impossible to avoid or minimize when acquiring imagery over a vast area with limited windows of opportunity based on 30 degree or greater sun angle, winds aloft and other atmospheric or ground conditions.	Delaware does not have large waterways where sun glint would be a significant factor. As long as the glint does not impact land areas it is not anticipated that we would require re-flights for glint off water surfaces.
Section II Scope of Services		2 & 3	Can the State provide a copy of the land cover datasets for evaluation of the vector data?	Yes, the 2012 LULC dataset is a vector format and available to the awardee for use.
Section II Scope of Services		2 & 3	Can we get a sample of the State's most recent (2012?) similar orthophotography?	Yes, this data is available through FirstMap and DEMAC services.
Section II Scope of Services		2 & 3	Is it acceptable to submit a proposal for just the orthophotography services or just the LULC services?	Yes, this proposal permits bidding on one or both data sets requested.
Section II Scope of Services		2 & 3	What company performed the 2012 orthophotography and the 2012 LULC services?	2012 orthoimagery was contracted through USGS to Digital Aerial Solutions, LLC; 2012 LULC was developed by Aerial Information Systems, Inc.
Section II Scope of Services		2 & 3	Do you have any quantitative data available on the extent of LULC change within the State since 2012?	No.
Section II Scope of Services		2 & 3	Is there a preferred or required completion date for the orthophoto and LULC update services?	It is anticipated that the imagery would be flown in Spring of 2017 with delivery by Fall of 2017 upon which time the interpretation of LULC would commence with a 6-12 month time frame on delivery.
Section II Scope of Services		2 & 3	Will the State provide source DEM data for the orthophotography services?	Yes, the State was fortunate enough to benefit from Sandy relief fund and has a current DEM for the entire state with LIDAR LAS data as well.
Land Use / Land Cover (LULC)	1	3	In addition this project will result in detailed raster data of Impervious Surfaces, derived from the ortho-imagery, and used to guide the interpretation of land use/land cover. Are we expected to update the impervious surface mapping too? Can we get the impervious mapping dataset to review?	Yes, Impervious Surface raster is a deliverable. Previous versions will be made available to the awardee for use in their work.
Land Use / Land Cover (LULC)	1	3	Are the land use / land cover and impervious surface data sets available in vector format?	The 2012 Land Use Land Cover Dataset is available as a vector format. The Impervious Surface dataset from 2012 is available as a raster dataset.
II. Scope of Services	Figure 2	3	Is the State interested in a proposal to include a 3rd Party QAQC team member as a Minimum Specification? Or should we assume the State already has an independent 3rd Party QAQC contractor in place?	The State assumes the awardee will have an independent 3rd party for the QA/QC.
II. Scope of Services	Figure 2	3	If the term of the contract is for 1 year and the frequency requested is 2 years as per Section II. Figure 2. Should the optional period be greater than 1 year as stated in Section IV.D.3.a?	The contract is for a single collection of the data. The state would like to set a schedule for a 2 year cycle for Aerial Imagery, but is not yet in a position to collect in a multi-year contract at this point in time.

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Section II Scope of Services	Land Use/Land Cover (LULC), Paragraph 1	3	Passage: "to update the 2012 Land Use and Land Cover data set" Observation: The State of Delaware has previously compiled a statewide Land Use and Land Cover data set that was apparently interpreted from 2012 imagery and now includes all of the required classifications that are required as a deliverable from this 2017 imagery project. Question: We have assumed that the existing LULC data set from the 2012 project is in a vector polygon based GIS format and can be provided in that format. Is this a correct assumption? Question: Was field level verification included in the 2012 LULC project, or was the data set developed solely by imagery interpretation? Question: Is the 2012 LULC dataset to be assumed complete and accepted where no changes have occurred since 2012 based on a comparative interpretation of the 2017 imagery? If yes, Question: Is the existing data set to be changed and "updated" only where physical changes have occurred on the ground based on a comparative interpretation of the 2012 imagery to the 2017 imagery? Question: Is it expected that field level verification of any changed areas will be required of the selected Consultant?	Yes, the 2012 LULC dataset is a vector format and available to the awardee for use. Field level verification was not part of the 2012 LULC
Section 2- Scope of Services	Paragraph-1	3	Text of Passage - Re: "...In addition this project will result in detailed raster data of Impervious Surfaces, derived from the ortho-imagery, and used to guide the interpretation of land use/land cover. " Question: Would the State of Delaware be willing to provide the algorithm or parameters used to derive the 2012 Impervious Surface raster dataset?	The State of Delaware will share all information related to the previous impervious data set with the awarded vendor.
Section II Scope of Services	Land Use/Land Cover (LULC), Paragraph 1 Figure 3	3	Passage: "In addition this project will result in detailed raster data of Impervious Surfaces, derived from the ortho-imagery, and used to guide the interpretation of land use/land cover." Question: It is assumed that the State of Delaware does not currently have a detailed vector data set of impervious surfaces, is this assumption correct? Question: By referencing Impervious surfaces as a "raster deliverable", is the requirement to interpret all impervious surfaces statewide from the 2017 ¼ meter pixel resolution imagery and create a raster overlay of classified impervious surfaces as a separate deliverable product of much greater (and smaller polygon) detail than just the basic classifications of the LULC deliverable that is designed for ¼ acre wetlands, 2 acre Minimum Mapping Unit? Question: Are impervious surfaces to be mapped and delivered by the selected Consultant as a separate statewide product within the Minimum Specifications (Figure 3)? Question: Figure 3: "finer resolution in urban areas" under the Upcharge column: Is the intent of this possible upcharge to acquire higher (finer) resolution ground sample distance (GSD) imagery for urban areas? Or, Question: Is this implying that the ¼ meter imagery be used to interpret/map and deliver a raster impervious surface to a finer feature level of detail for urban areas?	The State does not have a vector impervious surface, but we do have a raster impervious surface. One of the deliverables for this RFP is a raster impervious surface to match previous collections (1 meter raster resolution). The intent of the RFP is to obtain a statewide dataset at the minimum specification and if a vendor so chooses to provide pricing for obtaining certain urban areas at a finer resolution for consideration. All upcharges are outlined in Figure 3 to provide options for acquiring data at a higher (finer) resolution in urban areas. All upcharges should be separated in pricing to allow urban entities the ability to opt up and provide additional funding to the State to acquire higher resolution areas through this RFP, if deemed feasible based on timing and pricing.
II. Scope of Services	Figure 3	3-4	Please provide an explanation for Minimum Specification requirement collection frequency of 4 years when this is expected to be a 1 year project.	This collection frequency is a state recommended time frame. However, the state is not in a position to award a multi-year contract at this point in time. Therefore this current RFP is for a single collection of each dataset (Aerial Imagery and LULC).
II. Scope of Services	Figure 3	3-4	Is the State interested in a proposal to include a 3rd Party QA/QC team member for LULC as a Minimum Specification?	This QA/QC by a 3rd party should be included in your proposal.
III	A, B	4	A. Minimum Requirements #1-5 and B. General Evaluation Requirements #1-4, is this the required proposal response format and is B. General Evaluation Requirements just an FYI or does this need to be included in format?	Both A & B items need to be included in the format for proposals.
III	A, B	4	A. Minimum Requirements #1-5 and B. General Evaluation Requirements #1-4, are we allowed to add other sections?	Yes, but be sure to highlight or distinguish these specified sections.
Section III.A.1 Required Information		4	Passage: "Prior to the execution of an award document, the successful Vendor shall either furnish the Agency with proof of State of Delaware Business Licensure or initiate the process of application where required." Question: If selected, are a Vendor's sub-contractors also required to obtain a State of Delaware Business License?	The State requires all vendors doing business in Delaware to obtain a Delaware business license. The awarded vendor will be solely responsible for the management and performance of any subcontractor. The State will need to approve all subcontractors and may require them to have a Delaware Business License. If a bidder chooses to take exception to this term, please submit on the EXCEPTIONS form, Attachment 3, and offer an alternative for consideration.
Section IV.B.2 RFP Submissions, Proposals	1	6	Passage: "Please provide a separate electronic pricing file from the rest of the RFP proposal responses." Question: What electronic format is preferred for the pricing file? Excel, Word or PDF?	Excel, Word or PDF are all acceptable electronic formats for the pricing file.
B	2	6	Please provide a separate electronic pricing file from the rest of the RFP proposal responses. How many copies are required for the pricing file?	The number of copies of the required pricing file should be the same as the number of copies of the proposal.
Section IV.B.9 RFP Submissions, Concise Proposals	1	8	Passage: "The State of Delaware discourages overly lengthy and costly proposals." Question: Considering the information requirements of the RFQ, can the State define "overly lengthy"? OR an approximate number of pages expected for a typical proposal? Observation: We want to ensure that all the information or supporting documentation required by the RFP is included in our proposal without burdening the Proposal Evaluation Team with a lengthy response. We do understand the State doesn't want unnecessary language included in the proposal.	There is no set approximate number of pages expected. Do not provide unnecessary language in the proposal.

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IV.D.3.a.	1	15	If the term of the contract is for 1 year and the frequency requested is 2 years as per Section II. Figure 2. Should the optional period be greater than 1 year?	No. The contract is for a single collection of the data. The state would like to set a schedule for a 2 year cycle for Aerial Imagery, but is not yet in a position to collect in a multi-year contract at this point in time.
Section IV.D.7.g Contract Terms and Conditions, General Contract Terms, Insurance		20	Passage: "During the term of the contract, the vendor shall, at its own expense, carry insurance minimum limits as follows: And at least one of the following, as outlined below:" Question: If Professional Liability, Errors and Omissions or Product Liability Insurance is required, why does the selected Vendor have to also provide a Performance Bond? Observation: These types of insurances are typically associated with professional services projects; performance bonds are typically associated with construction projects. In either case it wouldn't be necessary to provide both. Question: Why is the aggregate limit for Professional Liability, Errors and Omissions or Product Liability Insurance set at \$3,000,000.00? Observation: \$3,000,000.00 aggregate seems excessive; the total project cost will easily be covered within a \$1,000,000.00 limit per single occurrence, \$2,000,000.00 aggregate is typical coverage.	The State's insurance requirements are established by the State Office of Insurance and are set at minimum requirements. Insurance requirements differ from Performance Bond requirement. A performance bond protects the state if the vendor does not perform the contract and it becomes necessary to hire another vendor. The insurance requirements are explained in section IV.D.7. g. 1.2.&3. If a bidder chooses to take exception to this term, please submit on the EXCEPTIONS form, Attachment 3, and offer an alternative for consideration.
	D(7)(i)	21	Performance Bond – "Contractors awarded contracts are required to furnish a 100% Performance Bond in accordance with Delaware Code Title 29, Section 6927, to the State of Delaware for the benefit of the Office of State Planning Coordination with surety in the amount of 100% of the specific award. Said bonds shall be conditioned upon the faithful performance of the contract. This guarantee shall be submitted in the form of good and sufficient bond drawn upon an Insurance or Bonding Company authorized to do business in the State of Delaware. If the Office of State Planning bond form (Attachment 11) is not utilized, the substituted bond form must reflect the minimum conditions specified in Attachment 11." Question: This being a professional services contract and not a public works/construction contract, is a performance bond still a requirement?	Performance Bonds can be a requirement of any type contract, and protect the State in the event the vendor does not perform the contract. Performance Bonds are not solely a requirement for Public Works. If a bidder chooses to take exception to this term, please submit on the EXCEPTIONS form, Attachment 3, and offer an alternative for consideration.
Section 7- General Contract Terms	Paragraph i	21	Performance Bond - Question: Will the State of Delaware accept a letter of credit in lieu of the Performance Bond as specified?	If a bidder chooses to take exception to this term, please submit on the EXCEPTIONS form, Attachment 3, and offer an alternative for consideration.
IV.D.7.m	1	22	Can the State provide an indication of what the contract penalty provisions might be for non-performance? Currently, this is open-ended.	Although the OSPC has never imposed non performance penalties in the past, it's needed to protect the interest of the State in this data acquisition. The non-performance penalty shall not exceed the full estimate for the work requested and awarded.
Section IV.F Attachments	First Bullet	30	Passage: "Attachments 2, 3, 4, 5 and 9 must be included with your proposal" Observation: Page 41, Attachment 11 "BOND TO ACCOMPANY PROPOSAL", Attachment 11 isn't listed as an Attachment that must be included with your proposal on page-30 however, the title of the attachment would insinuate that it should be included. Question: Is Attachment 11 or a certified check required with our proposal as a bid-bond? Question: If Attachment 11 or a certified check (bid-bond) is required with our proposal, what percentage of the total bid is required for the bond or certified check?	Attachment 11 was included in error. No Bid Bond is required. The correct form would have been the Performance Bond - which is now included as an addendum and only required of awarded contracts, therefore is not required for proposal submission.
Attachment 5 Business References	1	35	Passage: "Please do not list any State Employee as a business reference. If you have had a State contract within the last 5 years, please provide a separate list of contract(s)." Question: Does this apply to State Employees from any State other than Delaware? Question: Can any of these 3 business references be a County or Municipal government agency or organization? Or, Question: Are these 3 business references required to be privately held (non-governmental) businesses? Observation: We have noted that State of Delaware Employees may not be used for Attachment 5.	This applies to State of Delaware Employees. County and Municipal employees from within the State of Delaware are acceptable as references provided they have received services from your company.
Attachment 11	Attachment 11	41	Bond to accompany proposal - A Performance Bond cannot be written or provided until a contract is executed and it's unclear as to what the certified check at proposal submission is for and in what amount. Is the State requiring a bid bond for the proposal? Can the State better explain what is to be provided at time of proposal submission?	Attachment 11 was included in error. No Bid Bond is required. The correct form would have been the Performance Bond - which is now included as an addendum and only required of awarded contracts, therefore is not required for proposal submission.
Appendix B	1	42	Is the State interested in a proposal to include a 3rd Party QAQC team members a Minimum Specification? Or should we assume the State already has an independent 3rd Party QAQC contractor in place?	This QA/QC by a 3rd party should be included in your proposal.
Appendix B	1	42	If the term of the contract is for 1 year and the frequency requested is 2 years as per Section II. Figure 2. Should the optional period be greater than 1 year as stated in Section IV.D.3.a?	The contract is for a single collection of the data. The state would like to set a schedule for a 2 year cycle for Aerial Imagery, but is not yet in a position to collect in a multi-year contract at this point in time.
Appendix B	Table	42	Collection Frequency 2 years Orthos - Does the State anticipate another ortho project in 2019?	If funds are available it would be anticipated the State would seek another ortho project in 2019.
Appendix B	Table	43	Collection Frequency 4 years LULC - Does the State anticipate another LULC project in 2021?	If funds are available it would be anticipated the State would seek another LULC project in 2021.

OMB-016-GISDATA - RESPONSE TO QUESTIONS

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Appendix B	1	42-43	Please provide an explanation for Minimum Specification requirement collection frequency of 4 years when this is expected to be a 1 year project.	This collection frequency is a state recommended time frame. However, the state is not in a position to award a multi-year contract at this point in time. Therefore this current RFP is for a single collection of each dataset (Aerial Imagery and LULC).
Appendix B	1	42-43	Is the State interested in a proposal to include a 3rd Party QAQC team member for LULC as a Minimum Specification?	This QA/QC by a 3rd party should be included in your proposal.